

Woodbury Letter

March 4, 2009

Re: Farm Restoration Day; New Markets/More Money; Farmer Profiles Needed

Dear First Name:

This is an exciting edition - cannot wait to get your feedback:

- **PrairieSun Community Farm Restoration Day - Need Good Hands**

On April 11, 2009, PrairieSun Community Farm will be conducting a massive restoration effort at the new farm located at 32409 Granite Ave., Sioux City, Iowa 51108 - at the juncture of K-22 & Granite Ave, about a half mile past Mike's Saloon. Angela Jackson, president of PrairieSun, acquired a 44 acre farm that had fallen into disrepair. The property includes a farm house, barn, and what is believed to be the oldest one-room schoolhouse in Plymouth County, Iowa. The farm has accumulated a large amount of debris, rusted metal scraps, and miscellaneous items dumped over the years.

We call on all who are willing to donate their hands anytime between 9 a.m. to 5 p.m. on April 11, 2009. There will be an all organic lunch for all volunteers, and a big bonfire party will follow the clean up in the evening. Tasks include field cleanup, painting the schoolhouse, etc. **RSVP - Please email or call me** if you will help in this restoration: rob@marqusee.com / 712.279.6609. We need to plan how many to feed, work assignments, etc.

- **Markets for Your Products**

You all work very hard. Some of you need other jobs to make ends meet. Some of you work long hours to break even. What if you were to join forces with other farmers, create an association of farmers, and find new and expansive markets for your food products? Many of you may want to stick to only farmers' markets - that is fine. However, there is a demand for local food products at Hy-Vee, restaurants, schools, and hospitals. Supply is our biggest problem. It is up to the farmers to take advantage of the huge opportunity in quality food production.

- **Farmer Profiles Needed**

Some time ago, I started a section of our website, www.woodburyorganics.com, devoted to telling the story of our regional farmers. A farmer's relationship with his customers is probably the key ingredient to successful long term sales. If you desire to have your profile done, please give me a call so I can arrange a farm visit.

- **Third Call: Organic Growers Conference 2009 - Call for Topics & Presenters**

We want to make the OGC 2009 the best conference of its kind. Please, please, please, let me know what experts you would like to see, and topics to be discussed at the conference to be held in Nov. 09.

- **Food Aggregation & Light Processing**

"Food Enterprise" is the buzz phrase of 2009. The Farm Bill includes a provision for Local & Regional Food Enterprise Guaranteed Loans that will fund enterprises that process, distribute, aggregate, store, and market local foods. Any business plan must make the numbers work. Can we make this work?

Sincerely,



Robert Marqusee



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A Publication of Woodbury County Rural Economic Development.

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